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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 2, March 1984

MIDDLE ATLANTIC REGION (MAPA)

Bucknell University
Carnegie-Mellon University
Cedar Crest College
Delaware State College
University of Delaware
Fairleigh Dickinson University - Teaneck
George Washington University
Grove City College
IUP - Indiana, PA
Lafayette College
Lehigh University
Lincoln University (PA)
Morgan State University
New Jersey Institute of Technology
Pennsylvania State University
Pennsylvania State University - Capitol Campus
University of Pennsylvania
University of Pennsylvania - Wharton Graduate School
University of Pittsburgh
Princeton University
Rutgers University - Camden-College of Arts and Sciences
Rutgers University - New Brunswick
Temple University
Villanova University
Virginia State University
West Virginia University

The 187 placement offices at the 162 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Middle Atlantic region.

The data are based on salary offers made to students graduating between September 1, 1983, and August 31, 1984. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (February 4 through March 2) and cumulatively (September 1 through March 2). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/4/84 THROUGH 3/2/84							CUMULATIVE PERIOD 9/1/83 THROUGH 3/2/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	147	1052	$1595	$1630	$1710	$1583	$1500	365	3454	$1581	$1622	$1710	$1566	$1500
Business—General (incl. Mgmt.)	36	313	1515	1532	2025	1500	1125	105	1385	1441	1504	1958	1416	1016
Marketing & Distribution	12	113	1635	1464	*	*	*	19	594	1609	1468	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	7	26	1346	1304	*	*	*	10	153	1321	1339	*	*	*
Economics[2]	6	20	1708	1554	*	*	*	13	87	1600	1443	*	*	*
Other Social Sciences	6	44	1285	1217	*	*	*	20	267	1247	1310	1666	1250	833
ENGINEERING														
Aeronautical	1	26	1794	2054	*	*	*	2	142	1794	2121	*	*	*
Chemical	40	282	2254	2314	2425	2315	2083	72	629	2238	2273	2425	2292	1916
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	7	58	1846	1855	*	*	*	27	415	1679	1883	2208	1592	1120
Electrical (incl. Computer Engrg.)	93	834	2211	2206	2417	2250	1985	167	3053	2155	2175	2416	2220	1794
Geological	+	13	+	2022				+	26	+	1988			
Industrial	27	104	2175	2126	2308	2200	1917	48	340	2112	2105	2308	2163	1750
Mechanical	61	519	2198	2198	2372	2200	2004	127	1642	2140	2173	2372	2190	1794
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	10	29	2235	2238	*	*	*	26	93	2200	2197	2335	2225	2042
Mining	2	3	2375	2391	*	*	*	10	22	1700	1947	*	*	*
Nuclear (incl. Engrg. Physics)	4	9	2222	2248	*	*	*	6	26	2138	2214	*	*	*
Petroleum	+	41	+	2474				6	179	2402	2528	*	*	*
Engineering Technology	5	59	2030	2037	*	*	*	11	339	2039	2061	*	*	*
SCIENCES														
Agricultural Sciences	3	16	1202	1366	*	*	*	12	121	1285	1402	*	*	*
Biological Sciences	1	5	1166	1140	*	*	*	6	30	1308	1388	*	*	*
Chemistry	2	8	2396	2029	*	*	*	6	48	1787	1761	*	*	*
Computer Science	52	384	2020	2024	2250	2042	1792	77	1137	1990	2004	2250	2018	1666
Health (Medical) Professions	5	22	1639	1693	*	*	*	14	162	1729	1596	*	*	*
Mathematics	11	31	2072	1958	*	*	*	20	92	1966	1926	2250	2084	1386
Other Physical & Earth Sciences	1	8	2250	2032	*	*	*	14	74	1571	1816	*	*	*
Totals	539	4019						1183	14510					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/4/84 THROUGH 3/2/84							CUMULATIVE PERIOD 9/1/83 THROUGH 3/2/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	153	1055	$1595	$1627	$1710	$1583	$1500	377	3455	$1575	$1619	$1725	$1566	$1500
Business Administration	27	152	1541	1534	2083	1416	1016	74	654	1415	1499	2058	1342	916
Communications	11	17	1736	1693	*	*	*	14	85	1650	1516	*	*	*
Community & Service Orgs. Work	2	10	1554	1154	*	*	*	4	72	1616	1343	*	*	*
EDP-Programming/Systems	45	395	2023	2017	2250	2018	1750	76	1241	1945	1996	2250	2000	1449
Engineering	233	1844	2202	2210	2385	2250	1950	462	6400	2130	2168	2400	2200	1750
Farm & Natural Resources Mgmt	+	6	+	1546				6	38	1232	1347	*	*	*
Finance & Economics	4	76	1613	1536	*	*	*	11	303	1538	1523	*	*	*
Health (Medical) Services	8	28	1642	1545	*	*	*	20	184	1647	1543	2416	1587	1141
Manufacturing &/or Industrial Oprs.	8	82	2017	1973	*	*	*	17	324	1988	1991	*	*	*
Mathematics/Statistics	7	21	2072	1899	*	*	*	12	74	1909	1844	*	*	*
Merchandising/Sales Promotion	11	88	1348	1365	*	*	*	27	521	1493	1373	2000	1410	1000
Personnel/Employee Relations	1	29	1500	1502	*	*	*	3	86	1411	1440	*	*	*
Research—Non-Scientific	3	13	1444	1623	*	*	*	7	67	1467	1715	*	*	*
Research—Scientific	3	44	1973	2032	*	*	*	25	206	1854	1916	2335	2000	1136
Rotational Training—Non-Technical	5	36	1907	1491	*	*	*	9	195	1755	1380	*	*	*
Rotational Training—Technical	8	20	2239	2122	*	*	*	10	97	2128	2066	*	*	*
Sales—Non-Technical Degree	9	95	1729	1572	*	*	*	22	458	1517	1493	1900	1454	1167
Sales—Technical/Scientific Degree	1	8	1833	2080	*	*	*	5	50	1861	1823	*	*	*
Totals	539	4019						1183	14510					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates

Inexperienced

(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 2/4/84 THROUGH 3/2/84							CUMULATIVE PERIOD 9/1/83 THROUGH 3/2/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	2	41	$1950	$1876	*	*	*	4	314	$1752	$1924	*	*	*
MBA (Non-Technical Undergraduate)	8	142	1918	2370	*	*	*	19	449	1987	2116	*	*	*
MBA (Technical Undergraduate)	2	42	3042	2682	*	*	*	3	89	2861	2434	*	*	*
MS-Business (incl Mgmt., Mktg., Finance, etc.)	2	13	2200	2054	*	*	*	3	87	2147	2032	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	2	+	2250				2	18	1758	2102	*	*	*
Administration (incl. Public, Hospital, etc.)	+	+	+	+				+	12	+	1768			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	2	+	1250				4	14	1070	1344	*	*	*
Social Sciences	1	3	1158	1308	*	*	*	12	33	1357	1595	*	*	*
ENGINEERING														
Chemical	4	33	2656	2548	*	*	*	9	78	2543	2502	*	*	*
Civil (incl. Construction, Sanitary & Transportation Engrg.)	+	8	+	2175				2	54	1835	2251	*	*	*
Electrical (incl. Computer Engrg.)	2	91	2550	2592	*	*	*	3	267	2503	2537	*	*	*
Industrial	1	11	2600	2457	*	*	*	3	45	2637	2464	*	*	*
Mechanical	8	73	2448	2556	*	*	*	11	186	2393	2510	*	*	*
Nuclear (incl. Engrg. Physics)	2	5	2325	2538	*	*	*	2	11	2325	2511	*	*	*
SCIENCES														
Chemistry	4	7	2276	2443	*	*	*	6	21	2225	2198	*	*	*
Computer Science	7	58	2123	2478	*	*	*	10	155	2136	2451	*	*	*
Geology & Related Geological Sciences	2	11	1625	2365	*	*	*	5	28	1958	2323	*	*	*
Mathematics	+	8	+	2518				+	15	+	2301			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	4	+	2477				4	21	2463	2464	*	*	*
Totals	45	554						102	1897					

[1] Percentiles are computed on regional data

* Not computed for fewer than 20 offers

\+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 2/4/84 THROUGH 3/2/84							CUMULATIVE PERIOD 9/1/83 THROUGH 3/2/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	+	43	+	$2735				2	113	$2063	$2399	*	*	*
MBA - Tech Undergraduate	+	17	+	2872				1	27	2500	2689	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	+	44	+	2856				+	87	+	2577			
MBA - Tech Undergraduate	+	11	+	2970				+	21	+	2689			
Over 4 years														
MBA - Non-Tech Undergraduate	1	49	$2417	2797	*	*	*	3	103	1864	2641	*	*	*
MBA - Tech Undergraduate	+	13	+	2902				+	16	+	2858			
Totals	1	177						6	367					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	2	11	$3268	$3261	*	*	*	3	31	$3062	$3201	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	2	+	3583				+	5	+	3195			
Electrical (incl. Computer Engrg.)	1	13	3508	3332	*	*	*	2	42	3408	3247	*	*	*
Mechanical	+	5	+	3240				+	11	+	3162			
SCIENCES														
Chemistry	+	27	+	2932				+	54	+	2880			
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	4	+	2499				+	9	+	2939			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	3	+	3330				+	4	+	3365			
Physics	+	5	+	3372				+	15	+	3006			
Totals	3	70						5	171					

[1] Years of previous full-time, non-military employment
[2] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 MAPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1590 1708 1500	132	1667	4	1108	1	1823	3				
BUSINESS - GENERAL			1319	11	1281	9	1545	3			1500	1
MARKETING/DISTRIBUTN			2084	2	1273	5						
HUMANITIES	1666	1	1713	2	1250	2						
ECONOMICS	1725	5	1625	1								
OTHR SOCIAL SCIENCES					1375	2						

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 MAPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG	AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL											
CHEMICAL						2214	3				
CIVIL -CNSTR/SAN/TRP						2017	2			1375	2
ELECTRICAL -COMPTR	1666	1	2083	1		2225 2417 2050	38	1985	1		
GEOLOGICAL											
INDUSTRIAL	2002	5	2250	1		2120	7			2225	1
MECHANICAL						2158	19	2111	2		
METALLURGICAL											
MINING											
NUCLEAR -ENGRG PHYS											
PETROLEUM -NATL GAS											
ENGINEERING TECH						2038	2				

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 MAPA REGIONAL INTERIM REPORT NUMBER 2
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES			1166 1			
BIOLOGICAL SCIENCES			1166 1			
CHEMISTRY						
COMPUTER SCIENCE	1583 1	2063 2		2108 19	1500 1	
HEALTH (MED) PROFSNS						
MATHEMATICS	1917 2			2052 4		
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS MARCH 1984 MAPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/4/84 THROUGH 3/2/84 PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1600	5									1725	2
BUSINESS - GENERAL	2013	2	1745	5							1944	4
MARKETING/DISTRIBUTN	1760	2	1667	1	2000	1					1900	1
HUMANITIES	833	1										
ECONOMICS												
OTHR SOCIAL SCIENCES			1583	1								

AVERAGE MONTHLY SALARY OFFERS MARCH 1984 MAPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/4/84 THROUGH 3/2/84 PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2240	17			2359	4	2333	2				
CIVIL -CNSTR/SAN/TRP			2204	2								
ELECTRICAL -COMPTR	2396	4	2227	19	2271	2			2217	3		
GEOLOGICAL												
INDUSTRIAL			2175	2	2285	6			2100	1		
MECHANICAL	2371	6	2186	4	2315	4	2127	4	2167	6	2100	1
METALLURGICAL	2258	3	2042	1					2240	5		
MINING											2375	2
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH			1988	2					2100	1		

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 MAPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES					1333	1						
BIOLOGICAL SCIENCES												
CHEMISTRY	2396	2										
COMPUTER SCIENCE	2008	3	2049	8			1950	1	2000	4		
HEALTH (MED) PROFSNS												
MATHEMATICS			2085	3	2300	1			2200	1		
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS MARCH 1984 MAPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/4/84 THROUGH 3/2/84 PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING												
BUSINESS - GENERAL					1850	1						
MARKETING/DISTRIBUTN												
HUMANITIES											1000	1
ECONOMICS												
OTHR SOCIAL SCIENCES	1000	1									1187	2

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 MAPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL							1794	1				
CHEMICAL	2315	1	2230	2	2307	10	1500	1				
CIVIL -CNSTR/SAN/TRP	1733	1										
ELECTRICAL -COMPTR					2290	18	1837	6				
GEOLOGICAL												
INDUSTRIAL	2255	1			2329	3						
MECHANICAL	2300	1			2252	11	1985	3				
METALLURGICAL					2335	1						
MINING												
NUCLEAR -ENGRG PHYS	2100	1			2263	3						
PETROLEUM -NATL GAS												
ENGINEERING TECH												

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 MAPA REGIONAL INTERIM REPORT NUMBER 2
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES											1108	1
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	1864	3			2132	5	1834	5				
HEALTH (MED) PROFSNS											1639	5
MATHEMATICS												
OTHR PHYSCL/EARTH SC					2250	1						

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1984 MAPA REGIONAL INTERIM REPORT NUMBER 2

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 2/4/84 THROUGH 3/2/84

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	1858	5					1700	1				
MBA - TECHNICAL												

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 2/4/84 THROUGH 3/2/84

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL									2250	1	2100	1
MBA - TECHNICAL	2750	1									3333	1

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 2/4/84 THROUGH 3/2/84

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL												
MBA - TECHNICAL												